

# First Half of Fiscal Year 2022 Financial Results Briefing Material



Nov 2022

**HOKURIKU ELECTRIC INDUSTRY CO., LTD**

# 1. First Half of FY2022

## Financial Results

# 2. FY2022 Forecast

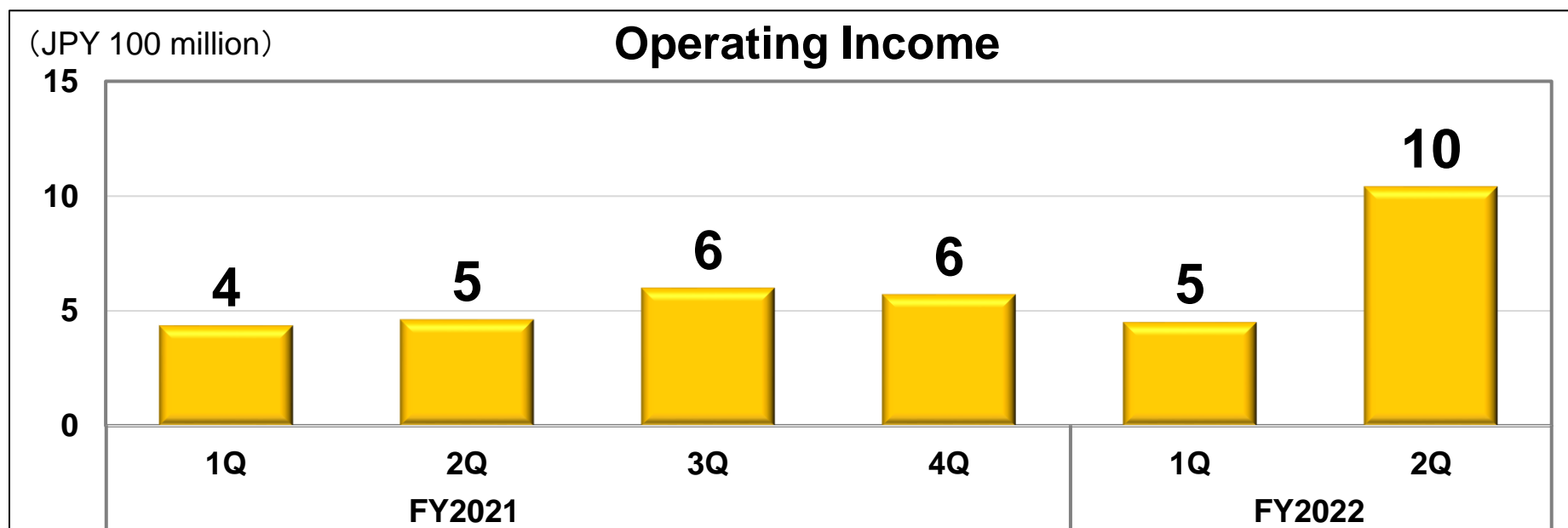
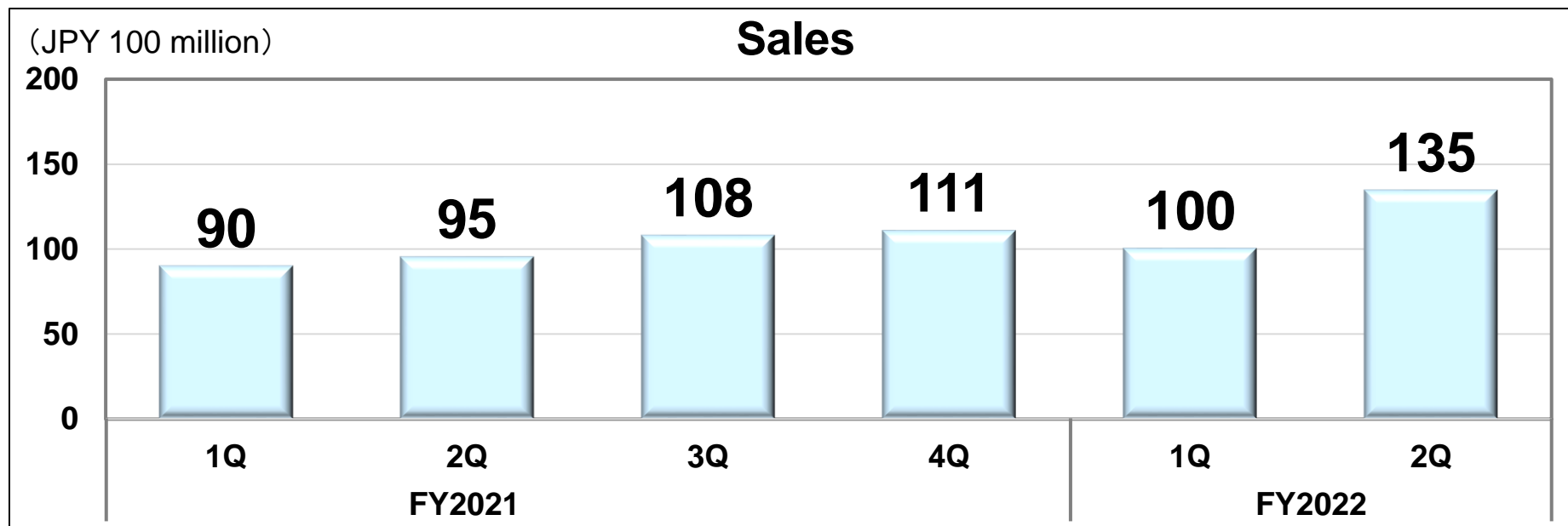
# 1. First Half of FY2022 Financial Results

# 【Consolidated】 Financial Results

	FY2021	FY2022	YoY	
	First Half	First Half	Amount	%
<b>Net Sales</b>	<b>185.5</b>	<b>235.0</b>	<b>+49.5</b>	<b>27%</b>
<b>Operating Income</b>	<b>9.0</b>	<b>14.9</b>	<b>+5.9</b>	<b>66%</b>
<b>Operating profit margin</b>	<b>4.9%</b>	<b>6.4%</b>	<b>—</b>	<b>—</b>
<b>Ordinary Income</b>	<b>10.0</b>	<b>24.2</b>	<b>+14.2</b>	<b>140%</b>
<b>Net income attributable to stockholders of the Parent Company</b>	<b>7.0</b>	<b>18.0</b>	<b>+11.0</b>	<b>155%</b>
<b>Exchange Rate (End of Term)1US\$=JPY</b>	<b>111.92</b>	<b>144.81</b>	<b>—</b>	<b>—</b>

- **Net Sales: JPY 23.5 Bn            +4.95 Bn YoY**  
 Significant increase mainly in the automotive market and an increase due to the yen's depreciation.
- **Operating Income: JPY 1.49 Bn            + 0.59 Bn YoY**  
 Contributed by increased sales, improved productivity and an increase due to the yen's depreciation. Ordinary income greatly increased due to the yen's depreciation.

# 【Consolidated】 Result Trends (Quarterly)



# Results : Sales Amount by Product



( JPY in 100 million )

	FY2021	FY2022	YoY	
	First Half	First Half	Amount	%
<b>Modules</b>	<b>85.5</b>	<b>127.5</b>	<b>+42.0</b>	<b>49%</b>
<b>Electronic Component Devices (Resistors)</b>	<b>64.1</b>	<b>70.8</b>	<b>+6.7</b>	<b>10%</b>
<b>Electronic Component Devices (Sensors)</b>	<b>28.9</b>	<b>29.9</b>	<b>+1.0</b>	<b>4%</b>
<b>Mold &amp; Machinery</b>	<b>3.1</b>	<b>3.8</b>	<b>+0.7</b>	<b>21%</b>
<b>Others</b>	<b>3.9</b>	<b>3.1</b>	<b>△0.8</b>	<b>△21%</b>
<b>Total</b>	<b>185.5</b>	<b>235.0</b>	<b>+49.5</b>	<b>27%</b>

## ▪ Growth of Core Business

Module products

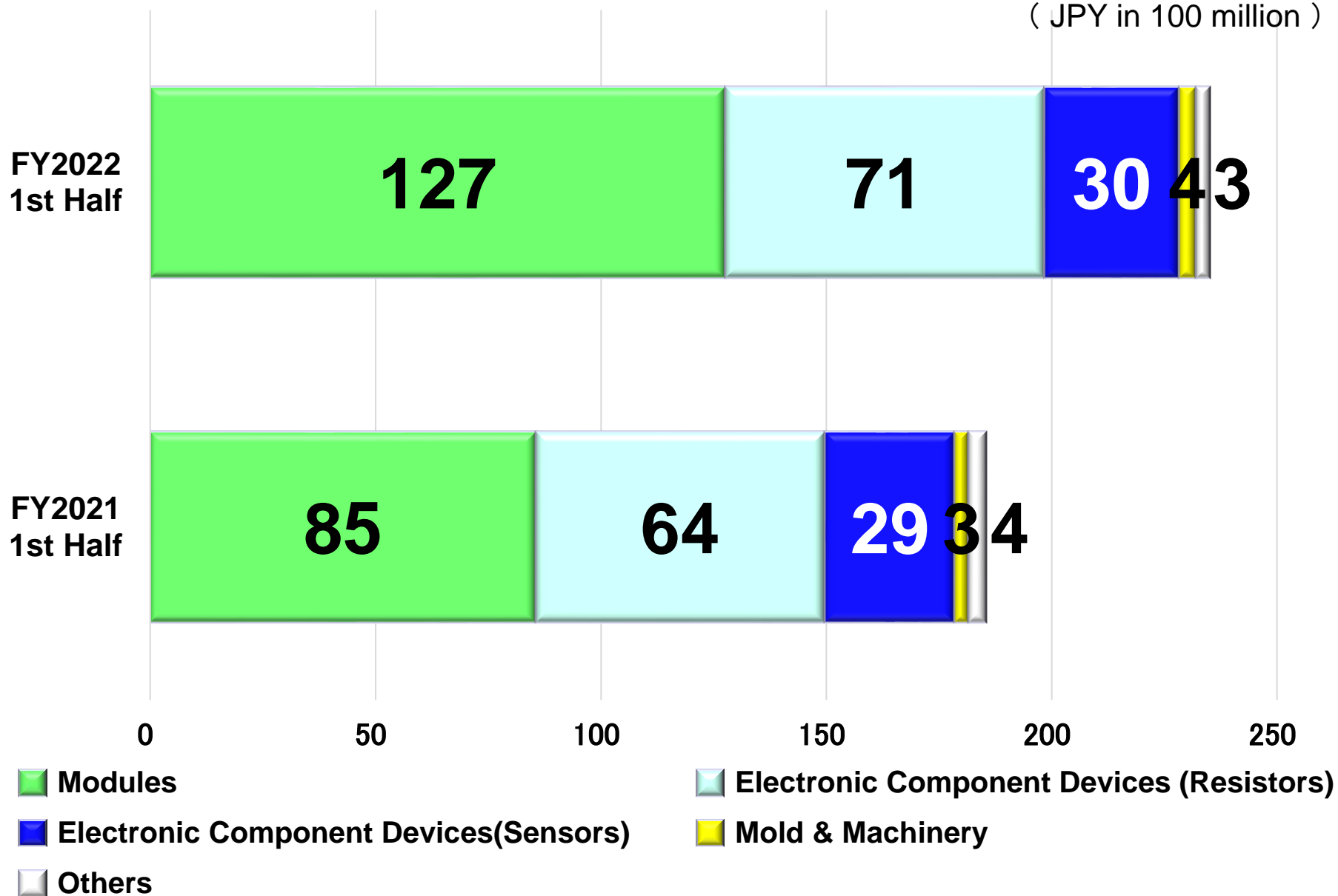
Sales JPY 12.75 Bn +4.20 Bn YoY

Electronic Component Device products

Sales JPY 10.07 Bn +0.77 Bn YoY

# Results : Sales Amount by Product

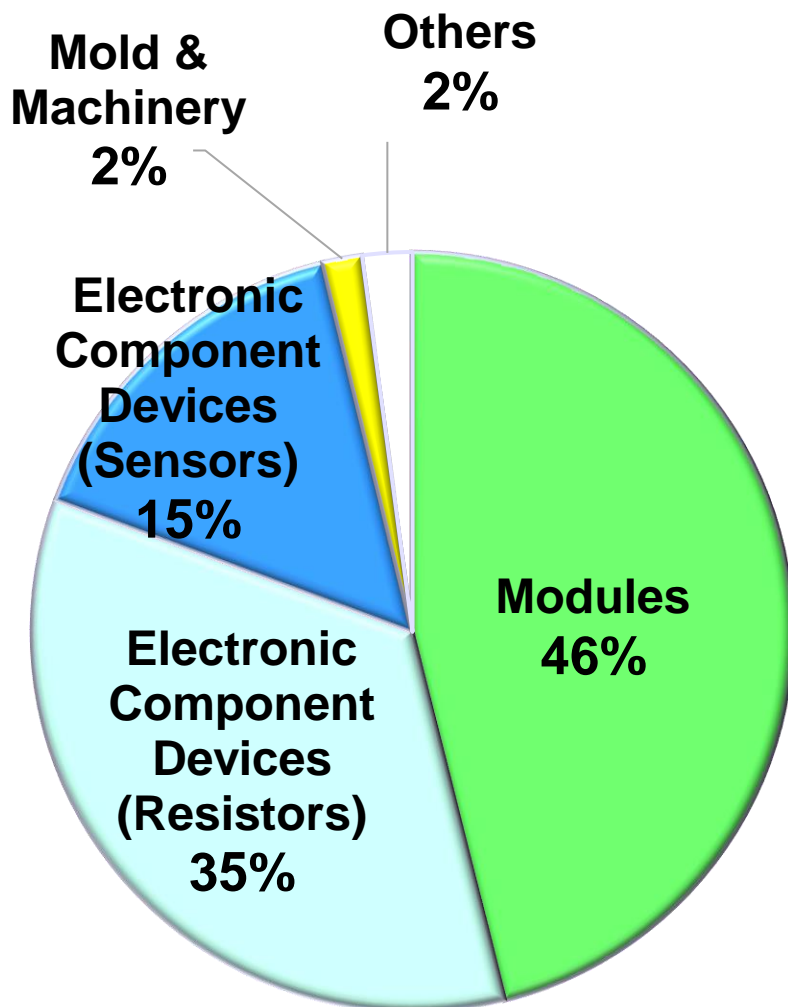
( JPY in 100 million )



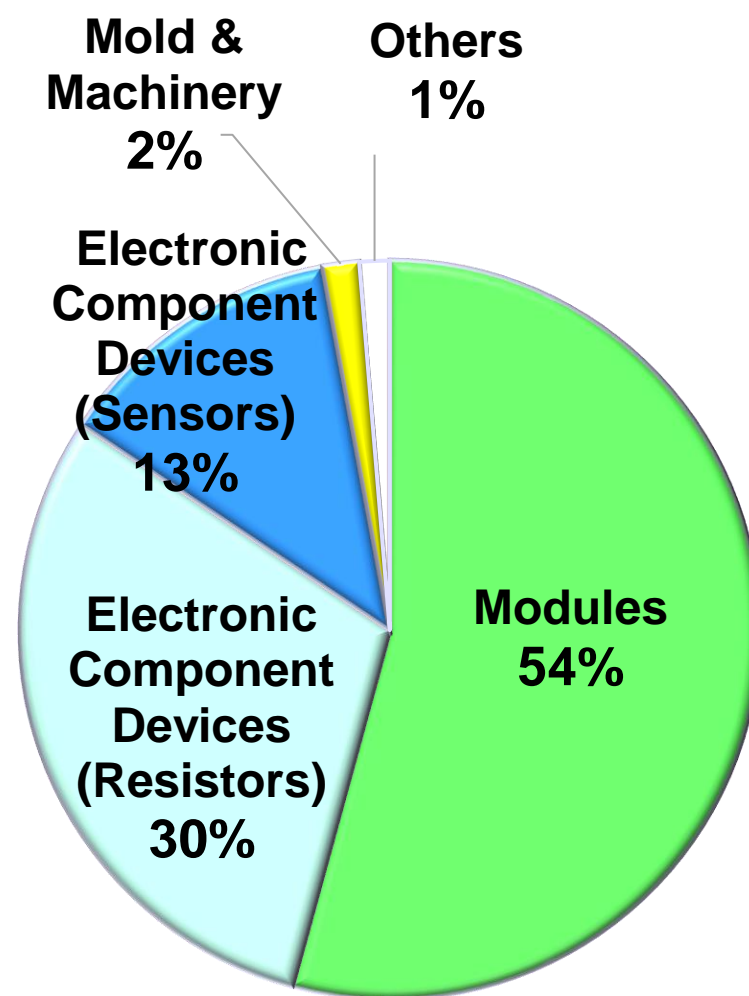
# Results : Sales Amount Ratio by Product



**FY2021 First Half**



**FY2022 First Half**





# Results : Sales Amount Breakdown by Market



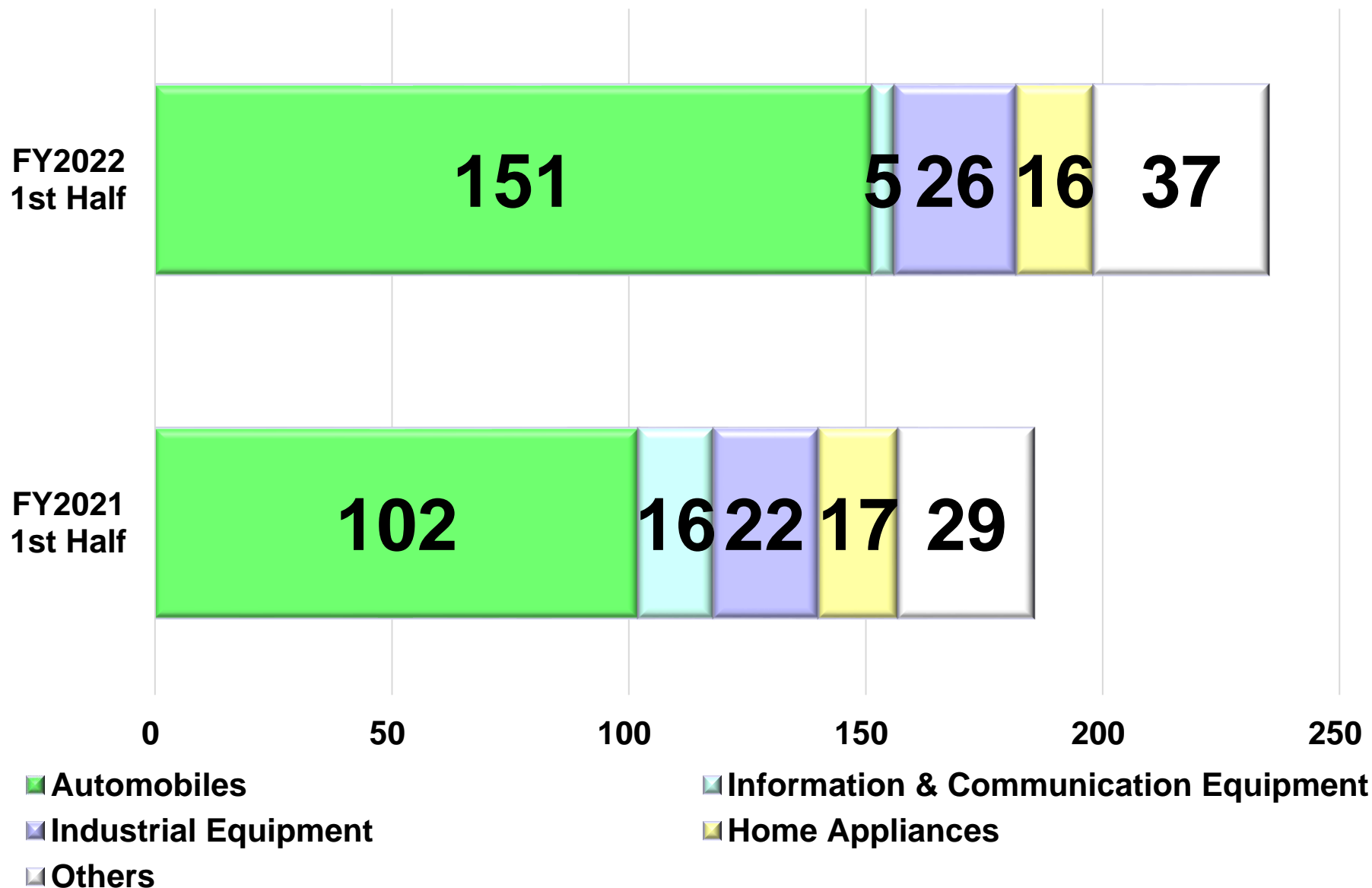
( JPY in 100 million )

	FY2021	FY2022	YoY	
	First Half	First Half	Amount	%
<b>Automobiles</b>	<b>102.0</b>	<b>151.3</b>	<b>+49.3</b>	<b>48%</b>
<b>Information &amp; Communication Equipment</b>	<b>15.9</b>	<b>4.7</b>	<b>△11.2</b>	<b>△70%</b>
<b>Industrial Equipment</b>	<b>22.2</b>	<b>25.7</b>	<b>+3.5</b>	<b>16%</b>
<b>Home Appliances</b>	<b>16.8</b>	<b>16.3</b>	<b>△0.5</b>	<b>△3%</b>
<b>Others</b>	<b>28.7</b>	<b>37.0</b>	<b>+8.3</b>	<b>29%</b>
<b>Total</b>	<b>185.5</b>	<b>235.0</b>	<b>+49.5</b>	<b>27%</b>

- **Automotive market sales JPY 15.13 Bn +4.93 Bn YoY**  
Although there have been China's Urban Blockades and supply constrains on semiconductors, overall good performance has continued.
- **Information and Communication Equipment market sales JPY 0.47 Bn △1.12 Bn YoY**  
Decrease in sales due to slowdown of stay-at-home demand.

# Results : Sales Amount Breakdown by Market

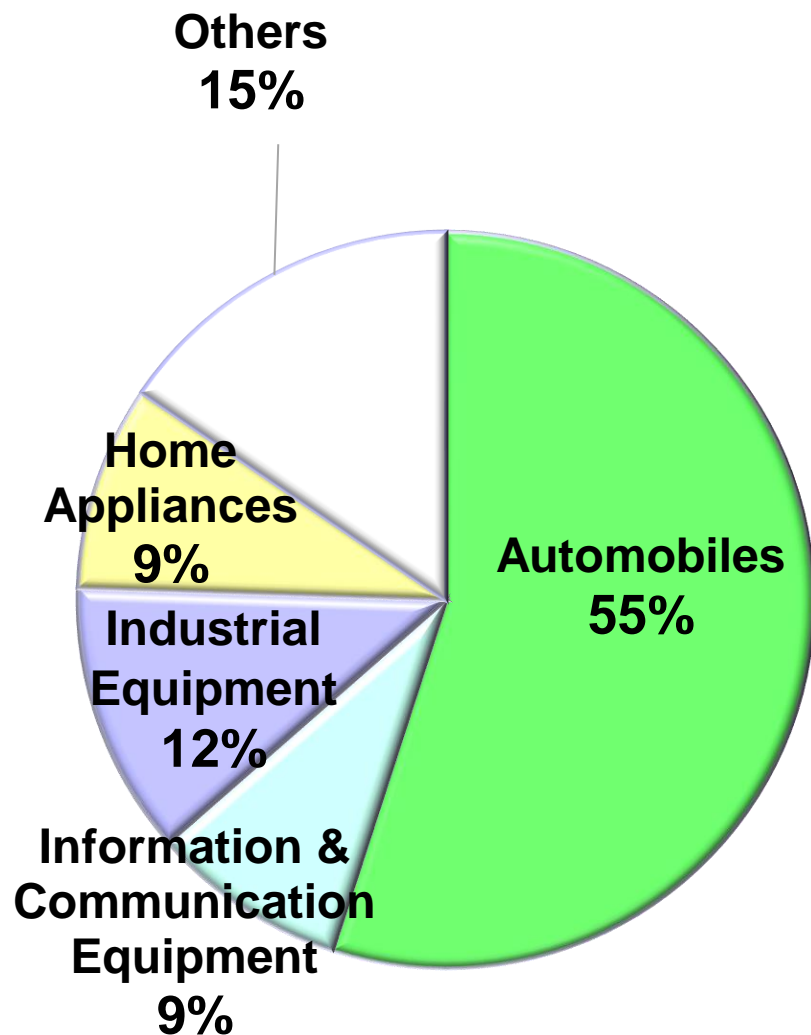
( JPY in 100 million )



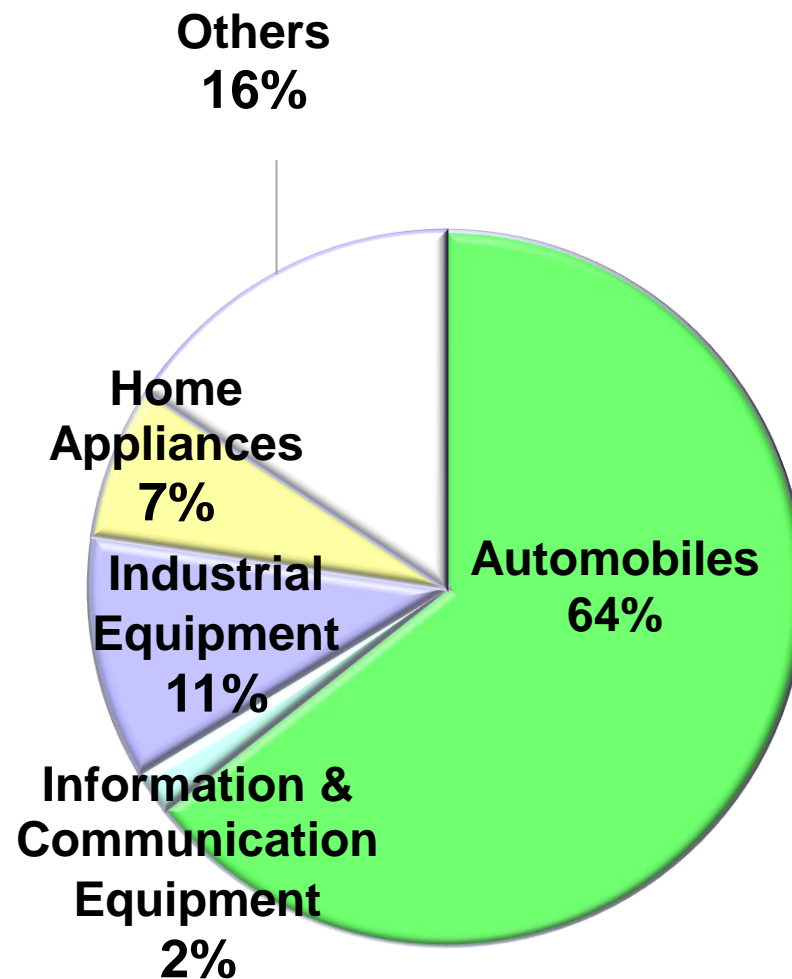
# Results : Sales Ratio Breakdown by Market



**FY2021 First Half**



**FY2022 First Half**



## 2. FY2022 Forecast

# 【Consolidated】 Financial Forecast

( JPY in 100 million )

	FY2021	FY2022		YoY	
	Results	FC in May	FC in Nov.	Amount	%
Net Sales	<b>404.4</b>	<b>430.0</b>	<b>460.0</b>	<b>+55.6</b>	<b>14%</b>
Operating Income	<b>20.7</b>	<b>23.0</b>	<b>26.0</b>	<b>+5.3</b>	<b>25%</b>
Operating profit margin	<b>5.1%</b>	<b>5.3%</b>	<b>5.7%</b>	—	—
Ordinary Income	<b>25.4</b>	<b>22.0</b>	<b>31.0</b>	<b>+5.6</b>	<b>22%</b>
Net income attributable to stockholders of the Parent Company	<b>19.4</b>	<b>15.0</b>	<b>23.0</b>	<b>+3.6</b>	<b>18%</b>
Exchange Rate(End of Term) 1US\$=JPY	<b>122.39</b>	<b>118.00</b>	<b>136.00</b>	—	—

▪ **Net Sales: JPY 46.0 Bn +JPY 5.56 Bn YoY**

Growth in core business centered on the automotive market, increased earnings due to the yen's depreciation.

▪ **Operating Income: JPY 2.60 Bn +JPY 0.53 Bn YoY**

Sales expansion and continuous productivity improvement through steady mass production of newly developed products, and an increase due to the yen's depreciation.

# ***HOKURIKU ELECTRIC INDUSTRY CO., LTD***

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